

# SBA Buffalo District News

Volume 5, Issue 5 – FEBRUARY 2005

FRANKLIN J. SCIORTINO, DISTRICT DIRECTOR

1311 FEDERAL BUILDING, 111 WEST HURON STREET, BUFFALO, NY 14202

## From the Desk of the District Director, Franklin J. Sciortino

“With great pleasure I wish to thank all participating banks, organizations, and MOU signatories for their tireless efforts and assistance with “Straight Talk 2005”. The event held on Saturday, January 22<sup>nd</sup> was a great success. “

“It is our expectation to have the same success with our upcoming Straight Talk Series sequel which offers in-depth discussion of subject material and also provides for networking and one-on-one counseling.”

Outreach seminars will begin February 15<sup>th</sup> and run through April 12<sup>th</sup>



Acting Regional Administrator for Region II (from left), Bryan G. Slater, Reverend William Gillison, Mt. Olive Baptist Church and SBA Buffalo District, District Director, Franklin J. Sciortino made opening remarks at the **STRAIGHT TALK 2005 CONFERENCE** held on Saturday, January 22, 2005. In spite of weather conditions, the conference was attended by over 300 prospective business owners and was a tremendous success.

## *The Series*

# Opportunities: Your Journey Begins Here.....

### STRAIGHT TALK SEMINAR SERIES EVENT

“An 8 Seminar Series Promoting Interest in Learning the How To’s of Starting/Growing Your Own Business”

|                               |  |
|-------------------------------|--|
| February 15                   | Business Opportunities Available through the One Billion Dollar School Project |
| February 22                   | You Want Money and You Want it When  |
| March 1                       | It’s Not the Rap It’s the Map – Part I   |
| March 8                       | It’s Not the Rap It’s the Map – Part II  |
| March 15                      | Your Silent Partners   |
| March 29                      | Who Wants Your Stuff   |
| April 5                       | Home Based Businesses and Make Yourself Credit Worthy                          |
| April 12                      | Small Business Ethics  |
| April 19                      | SNOW DAY   |
| (dates are subject to change) |  |

Seminars will be held at the Rev. Dr. Bennett W. Smith, Sr. Family Life Center, 833 Michigan Avenue (Corner of Goodell St. & Michigan Avenue), Buffalo, New York. Individual seminars held from 6-8:30 p.m.

Supported by Buffalo Chapter NAACP, Black Chamber of Commerce WNY, Buffalo Urban League and ECC Workforce Development.



# LENDER UPDATE

## Participation By Numbers

**BUFFALO DISTRICT ALL 7(A) LOAN PROGRAMS JANUARY 2005**

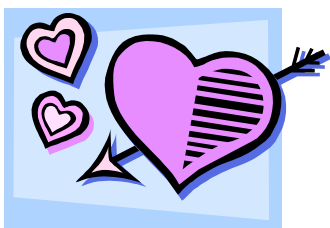
| <b>LENDER</b>                              | <b># OF LOANS</b> | <b>\$ AMOUNT</b> |
|--|-------------------|------------------|
| 1. CHARTER ONE BANK, NATIONAL ASSOCIATION  | 151               | \$3,859,500      |
| 2. HSBC BANK USA, NATIONAL ASSOCIATION     | 39                | \$3,075,100      |
| 3. M & T BANK                              | 27                | \$6,980,150      |
| 4. KEYBANK NATIONAL ASSOCIATION            | 11                | \$3,208,000      |
| 5. FIRST NIAGARA BANK                      | 10                | \$679,500        |
| 6. BANK OF AMERICA                         | 10                | \$239,000        |
| 7. WYOMING COUNTY BANK                     | 9                 | \$571,500        |
| 8. CAPITAL ONE, FEDERAL SAVINGS BANK       | 9                 | \$305,000        |
| 9. THE BANK OF CASTILE                     | 7                 | \$2,001,000      |
| 10. FIRST TIER BANK & TRUST                | 4                 | \$320,000        |
| 11. NATIONAL BANK OF GENEVA                | 3                 | \$308,000        |
| 12. WELLS FARGO BANK, NATIONAL ASSOCIATION | 3                 | \$115,000        |
| 13. GE CAPITAL SMALL BUS. FINANCE CORP.    | 2                 | \$1,225,000      |
| 14. BUSINESS LOAN CENTER                   | 2                 | \$892,000        |
| 15. GREATER BUFFALO SAVINGS BANK           | 2                 | \$359,000        |
| 16. JPMORGAN CHASE BANK, NATIONAL ASSO.    | 2                 | \$175,300        |
| 17. CITIBANK, N.A.                         | 2                 | \$70,000         |
| 18. WACHOVIA SBA LENDING, INC.             | 1                 | \$1,250,000      |
| 19. COMERICA BANK                          | 1                 | \$366,100        |
| 20. CIT SMALL BUS. LENDING CORPORATION     | 1                 | \$364,000        |
| 21. UPS CAPITAL BUSINESS CREDIT            | 1                 | \$189,000        |
| 22. AMERICAN EXPRESS CENTURION BANK        | 1                 | \$15,000         |

### SUMMARY OF 504 LOAN APPROVALS BUFFALO DISTRICT OFFICE FY 2005 THROUGH JANUARY 2005

| <b>LENDER</b>                                  | <b>#OF LOANS</b> | <b>TOTAL DOLLARS</b> |
|--|------------------|----------------------|
| Empire State Certified Development Corporation | 8                | 4,043,000            |
| <b>GRAND TOTAL</b>                             | <b>8</b>         | <b>\$4,043,000</b>   |

### SUMMARY OF 504 THIRD PARTY LOANS BUFFALO DISTRICT OFFICE FY 2005 THROUGH JANUARY 2005

| <b>LENDER</b>       | <b>#OF LOANS</b> | <b>TOTAL DOLLARS</b> |
|---------------------|------------------|----------------------|
| FIRST NIAGARA BANK  | 4                | 1,740,000            |
| M & T BANK          | 3                | 2,550,000            |
| THE BANK OF CASTILE | 1                | 1,000,000            |
|                     | <b>8</b>         | <b>\$5,290,000</b>   |



# LENDER UPDATE

## Participation By Dollars

### BUFFALO DISTRICT ALL 7(A) LOAN PROGRAMS JANUARY 2005

| <b>LENDER</b>                            | <b># OF LOANS</b> | <b>\$ AMOUNT</b> |
|--|-------------------|------------------|
| 1. M & T BANK                            | 27                | \$6,980,150      |
| 2. CHARTER ONE BANK, NATIONAL ASSO.      | 151               | \$3,859,500      |
| 3. KEYBANK NATIONAL ASSOCIATION          | 11                | \$3,208,000      |
| 4. HSBC BANK USA, NATIONAL ASSOCIATION   | 39                | \$3,075,100      |
| 5. THE BANK OF CASTILE                   | 7                 | \$2,001,000      |
| 6. WACHOVIA SBA LENDING, INC.            | 1                 | \$1,250,000      |
| 7. GE CAPITAL SM. BUSINESS FINANCE CORP. | 2                 | \$1,225,000      |
| 8. BUSINESS LOAN CENTER, LLC             | 2                 | \$892,000        |
| 9. FIRST NIAGARA BANK                    | 10                | \$679,500        |
| 10. WYOMING COUNTY BANK                  | 9                 | \$571,000        |
| 11. COMERICA BANK                        | 1                 | \$366,100        |
| 12. CIT SMALL BUS. LENDING CORP.         | 1                 | \$364,000        |
| 13. GREATER BUFFALO SAVINGS BANK         | 2                 | \$359,000        |
| 14. FIRST TIER BANK & TRUST              | 4                 | \$320,000        |
| 15. NATIONAL BANK OF GENEVA              | 3                 | \$308,000        |
| 16. CAPITAL ONE, FEDERAL SAVINGS BANK    | 9                 | \$305,000        |
| 17. BANK OF AMERICA                      | 10                | \$239,000        |
| 18. UPS CAPITAL BUSINESS CREDIT          | 1                 | \$189,000        |
| 19. JPMORGAN CHASE BANK, NATIONAL ASSO.  | 2                 | \$175,300        |
| 20. WELLS FARGO BANK, NATIONAL ASSO.     | 3                 | \$115,000        |
| 21. CITIBANK, N.A.                       | 2                 | \$70,000         |
| 22. AMERICAN EXPRESS CENTURION BANK      | 1                 | \$15,000         |

## **SBA APPOINTS LITTLE ROCK**

### **COMMERCIAL LOAN SERVICE CENTER DIRECTOR!**

SBA has appointed Martin Orr as Director of the Little Rock Commercial Loan Service Center, which serves over 4,000 commercial lenders in 24 states in the Eastern U.S., the District of Columbia, and the territory of Puerto Rico. The Little Rock center services a \$17 billion portfolio of 146,000 SBA loans, including SBA guaranteed loans, Certified Development Company (504) loans, and direct disaster loans.

Prior to his appointment as Center Director, Orr served as Acting and Assistant Director of the Little Rock center, and as Acting Director of the Fresno Commercial Loan Service Center, which serves the Western U.S. Martin has also served at SBA Headquarters as Special Assistant to the Associate Administrator for Financial Assistance, and Chief of the Certified Development Company Branch.

A native of Kansas City, Missouri, Orr was an economic development financing professional for 18 years before joining the SBA team. He earned a BA from William Jewell College, an MBA from the University of Kansas, and a PhD in Marketing from the University of Missouri. He is active in a number of community organizations and currently serves as Vice President of the Federal Executive Association of Central Arkansas.



# SBA *It's Your Business*

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## **SBA IMPROVES HUBZONE PROGRAM TO HELP SMALL BUSINESSES CREATE MORE JOBS**

The U.S. Small Business Administration is changing its Historically Underutilized Business (HUBZone) program to help small businesses create more jobs in economically distressed communities.

"These pivotal changes to the HUBZone program expand its reach dramatically and will create more jobs and economic growth in economically depressed areas for small businesses, and stimulate growth in the nation's economy," said Administrator Hector V. Barreto.

Under recent legislation, a small business applying for HUBZone certification no longer needs to be owned and controlled exclusively by U.S. citizens. Now, the level of required ownership by U.S. citizens is 51 percent. Also, agricultural cooperatives have joined community development corporations and Indian tribes as entities that can participate in the HUBZone Program.

Tribally-owned small businesses also have new options regarding the HUBZone employment requirement, one of four basic eligibility criteria. A tribal business can choose to meet the 35 percent residency at the time of application or wait until the firm actually receives a HUBZone contract. If this latter option is chosen, the business will be required to ensure that 35 percent of those working on the contract reside in a reservation area controlled by the tribe, or an adjoining HUBZone.

Another change permits a rural county to qualify for HUBZone status if its local unemployment rate is high relative to either the state's annualized unemployment rate or the national unemployment rate. Previously, the only comparison was permitted against the state level.

Finally, small businesses that either were terminated or are facing imminent termination from the HUBZone Program because the areas where the firms are located are no longer considered to be economically distressed will retain the ability to participate in the HUBZone Program until the results of the next census data collection, scheduled for 2010, is analyzed and released to the public.

The HUBZone program was created in 1997 as a result of legislation sponsored by Sen. Christopher Bond (R-MO) and has more than 11,000 participants. The program provides certified firms an opportunity to compete for federal contracts and provides local employment in distressed communities. The program boasts an online application that allows small businesses to determine whether they are located in a HUBZone, apply for HUBZone certification and check on the status of an application at any time during the review process.

For additional information on the changes to the HUBZone program, visit the Web site at [www.sba.gov/hubzone](http://www.sba.gov/hubzone) or contact Laura McCabe or James Branch, SBA Buffalo at (716) 551-4301.

*SMALL BUSINESS WEEK*  
*LUNCHEON DATE SET FOR MAY 11, 2005*

FROM THE DESK OF THE DISTRICT DIRECTOR  
FRANKLIN J. SCIORTINO

Once again, the U.S. Small Business Administration (SBA) Buffalo District Office is pleased to be joining Business First of Buffalo in presenting the 13<sup>th</sup> Annual Western New York Small Business Awards Luncheon.

The luncheon is slated for Wednesday, May 11, 2005 at the Marriot Hotel – Buffalo/Niagara in Amherst, New York. During the luncheon, the participating lenders, economic development agencies, and chambers of commerce will present their awards to Western New York businesses for their outstanding achievements as entrepreneurs and advocates of small business interests. We expect over 400 attendees at this year's event.

The cost to attend is \$30 per person or \$300 per table (10 seats to each table). For registration information, please call (716) 551-3249 or register online at [Kelly.lotempio@sba.gov](mailto:Kelly.lotempio@sba.gov) . If registering online, please submit the names of those attending. Limited Seating is available, so please make your reservations soon!!!! Thank you.